

**NEW MANUFACTURED HOMES ON DEALER LOTS AT END OF MONTH**  
**SEASONALLY ADJUSTED, 1980-1998 (thousands of units)**

|       | <u>Period</u> | <u>United States</u> | <u>Northeast</u> | <u>Midwest</u> | <u>South</u> | <u>West</u> |
|-------|---------------|----------------------|------------------|----------------|--------------|-------------|
| 1998: | January       | 92                   | 3                | 13             | 66           | 10          |
|       | February      | 93                   | 3                | 13             | 66           | 10          |
|       | March         | 93                   | 4                | 13             | 66           | 10          |
|       | April         | 92                   | 3                | 13             | 66           | 9           |
|       | May           | 91                   | 3                | 13             | 65           | 9           |
|       | June          | 90                   | 3                | 13             | 64           | 9           |
|       | July          | 90                   | 3                | 14             | 65           | 9           |
|       | August        | 90                   | 3                | 13             | 64           | 9           |
|       | September     | 89                   | 3                | 13             | 63           | 9           |
|       | October       | 90                   | 3                | 13             | 66           | 8           |
|       | November      | 92                   | 4                | 13             | 67           | 8           |
|       | December      | 91                   | 3                | 13             | 67           | 8           |
| 1997: | January       | 89                   | 4                | 15             | 59           | 11          |
|       | February      | 90                   | 4                | 15             | 60           | 11          |
|       | March         | 87                   | 4                | 15             | 58           | 10          |
|       | April         | 89                   | 4                | 15             | 60           | 10          |
|       | May           | 91                   | 4                | 15             | 61           | 10          |
|       | June          | 93                   | 4                | 16             | 63           | 10          |
|       | July          | 93                   | 4                | 16             | 63           | 10          |
|       | August        | 93                   | 4                | 16             | 62           | 10          |
|       | September     | 94                   | 4                | 16             | 64           | 10          |
|       | October       | 95                   | 4                | 16             | 66           | 10          |
|       | November      | 92                   | 4                | 15             | 65           | 9           |
|       | December      | 91                   | 4                | 14             | 64           | 9           |
| 1996: | January       | 86                   | 5                | 16             | 54           | 11          |
|       | February      | 81                   | 4                | 16             | 51           | 10          |
|       | March         | 83                   | 4                | 15             | 53           | 10          |
|       | April         | 89                   | 4                | 16             | 58           | 11          |
|       | May           | 89                   | 4                | 16             | 58           | 10          |
|       | June          | 93                   | 4                | 16             | 62           | 10          |
|       | July          | 97                   | 5                | 17             | 65           | 11          |
|       | August        | 97                   | 4                | 16             | 66           | 11          |
|       | September     | 99                   | 5                | 16             | 68           | 11          |
|       | October       | 93                   | 5                | 16             | 62           | 11          |
|       | November      | 90                   | 4                | 15             | 60           | 11          |
|       | December      | 90                   | 4                | 15             | 60           | 11          |

**NEW MANUFACTURED HOMES ON DEALER LOTS AT END OF MONTH**  
**SEASONALLY ADJUSTED, 1980-1998 (thousands of units)**

|       | <u>Period</u> | <u>United States</u> | <u>Northeast</u> | <u>Midwest</u> | <u>South</u> | <u>West</u> |
|-------|---------------|----------------------|------------------|----------------|--------------|-------------|
| 1995: | January       | 70                   | 4                | 14             | 44           | 9           |
|       | February      | 73                   | 4                | 14             | 46           | 9           |
|       | March         | 74                   | 4                | 14             | 46           | 10          |
|       | April         | 75                   | 4                | 14             | 47           | 10          |
|       | May           | 76                   | 5                | 15             | 46           | 10          |
|       | June          | 76                   | 4                | 15             | 46           | 11          |
|       | July          | 78                   | 4                | 16             | 47           | 11          |
|       | August        | 80                   | 4                | 16             | 49           | 11          |
|       | September     | 79                   | 4                | 15             | 49           | 11          |
|       | October       | 81                   | 4                | 16             | 50           | 11          |
|       | November      | 81                   | 4                | 16             | 51           | 10          |
|       | December      | 83                   | 5                | 16             | 52           | 11          |
| 1994: | January       | 64                   | 5                | 12             | 40           | 8           |
|       | February      | 66                   | 5                | 12             | 41           | 8           |
|       | March         | 67                   | 4                | 12             | 42           | 8           |
|       | April         | 68                   | 4                | 13             | 42           | 9           |
|       | May           | 67                   | 4                | 13             | 42           | 8           |
|       | June          | 68                   | 4                | 13             | 42           | 8           |
|       | July          | 68                   | 4                | 13             | 42           | 8           |
|       | August        | 70                   | 4                | 13             | 44           | 8           |
|       | September     | 71                   | 4                | 14             | 45           | 9           |
|       | October       | 70                   | 4                | 14             | 44           | 8           |
|       | November      | 68                   | 4                | 13             | 43           | 8           |
|       | December      | 70                   | 4                | 13             | 45           | 8           |
| 1993: | January       | 54                   | 4                | 10             | 32           | 6           |
|       | February      | 56                   | 4                | 11             | 34           | 6           |
|       | March         | 58                   | 4                | 12             | 35           | 7           |
|       | April         | 58                   | 4                | 12             | 35           | 7           |
|       | May           | 57                   | 4                | 11             | 35           | 7           |
|       | June          | 58                   | 4                | 11             | 35           | 7           |
|       | July          | 55                   | 4                | 11             | 34           | 7           |
|       | August        | 56                   | 4                | 11             | 34           | 7           |
|       | September     | 58                   | 5                | 11             | 35           | 7           |
|       | October       | 61                   | 5                | 11             | 37           | 8           |
|       | November      | 61                   | 5                | 11             | 38           | 7           |
|       | December      | 63                   | 5                | 12             | 39           | 8           |

**NEW MANUFACTURED HOMES ON DEALER LOTS AT END OF MONTH**  
**SEASONALLY ADJUSTED, 1980-1998 (thousands of units)**

|       | <u>Period</u> | <u>United States</u> | <u>Northeast</u> | <u>Midwest</u> | <u>South</u> | <u>West</u> |
|-------|---------------|----------------------|------------------|----------------|--------------|-------------|
| 1992: | January       | 50                   | 5                | 10             | 29           | 6           |
|       | February      | 48                   | 4                | 10             | 27           | 6           |
|       | March         | 49                   | 4                | 10             | 28           | 6           |
|       | April         | 48                   | 4                | 10             | 28           | 6           |
|       | May           | 50                   | 5                | 10             | 28           | 6           |
|       | June          | 47                   | 4                | 10             | 27           | 6           |
|       | July          | 48                   | 4                | 10             | 28           | 6           |
|       | August        | 47                   | 5                | 9              | 28           | 6           |
|       | September     | 49                   | 5                | 9              | 29           | 6           |
|       | October       | 49                   | 5                | 9              | 29           | 6           |
|       | November      | 52                   | 5                | 10             | 31           | 6           |
|       | December      | 52                   | 4                | 10             | 32           | 6           |
| 1991: | January       | 52                   | 5                | 11             | 30           | 7           |
|       | February      | 52                   | 5                | 11             | 30           | 7           |
|       | March         | 51                   | 5                | 11             | 29           | 7           |
|       | April         | 50                   | 4                | 10             | 29           | 6           |
|       | May           | 51                   | 5                | 11             | 29           | 6           |
|       | June          | 52                   | 5                | 11             | 31           | 6           |
|       | July          | 55                   | 5                | 11             | 32           | 6           |
|       | August        | 54                   | 5                | 11             | 32           | 6           |
|       | September     | 53                   | 5                | 12             | 31           | 6           |
|       | October       | 52                   | 5                | 11             | 30           | 6           |
|       | November      | 52                   | 5                | 11             | 29           | 6           |
|       | December      | 51                   | 5                | 11             | 30           | 6           |
| 1990: | January       | 57                   | 6                | 11             | 33           | 6           |
|       | February      | 57                   | 6                | 11             | 33           | 6           |
|       | March         | 57                   | 6                | 11             | 33           | 7           |
|       | April         | 57                   | 6                | 12             | 32           | 7           |
|       | May           | 56                   | 6                | 11             | 32           | 6           |
|       | June          | 55                   | 6                | 11             | 31           | 6           |
|       | July          | 52                   | 5                | 11             | 29           | 6           |
|       | August        | 52                   | 5                | 11             | 30           | 6           |
|       | September     | 51                   | 4                | 11             | 30           | 6           |
|       | October       | 53                   | 4                | 11             | 31           | 6           |
|       | November      | 52                   | 5                | 11             | 30           | 6           |
|       | December      | 51                   | 5                | 11             | 29           | 6           |

**NEW MANUFACTURED HOMES ON DEALER LOTS AT END OF MONTH**  
**SEASONALLY ADJUSTED, 1980-1998 (thousands of units)**

|       | <u>Period</u> | <u>United States</u> | <u>Northeast</u> | <u>Midwest</u> | <u>South</u> | <u>West</u> |
|-------|---------------|----------------------|------------------|----------------|--------------|-------------|
| 1989: | January       | 60                   | 7                | 12             | 35           | 7           |
|       | February      | 61                   | 6                | 12             | 35           | 7           |
|       | March         | 61                   | 6                | 12             | 36           | 7           |
|       | April         | 60                   | 6                | 12             | 35           | 7           |
|       | May           | 60                   | 7                | 12             | 35           | 6           |
|       | June          | 61                   | 7                | 12             | 36           | 7           |
|       | July          | 61                   | 7                | 12             | 35           | 7           |
|       | August        | 61                   | 7                | 13             | 35           | 7           |
|       | September     | 59                   | 7                | 12             | 34           | 7           |
|       | October       | 59                   | 7                | 12             | 34           | 7           |
|       | November      | 56                   | 6                | 11             | 33           | 6           |
|       | December      | 58                   | 6                | 12             | 33           | 6           |
| 1988: | January       | 62                   | 7                | 11             | 39           | 7           |
|       | February      | 60                   | 6                | 10             | 37           | 7           |
|       | March         | 60                   | 6                | 10             | 37           | 6           |
|       | April         | 59                   | 6                | 10             | 37           | 6           |
|       | May           | 59                   | 6                | 10             | 36           | 7           |
|       | June          | 59                   | 6                | 10             | 36           | 7           |
|       | July          | 61                   | 6                | 11             | 37           | 7           |
|       | August        | 59                   | 6                | 10             | 37           | 6           |
|       | September     | 60                   | 6                | 10             | 37           | 7           |
|       | October       | 58                   | 6                | 10             | 35           | 7           |
|       | November      | 60                   | 7                | 11             | 35           | 7           |
|       | December      | 59                   | 6                | 12             | 35           | 7           |
| 1987: | January       | 67                   | 6                | 11             | 44           | 7           |
|       | February      | 68                   | 6                | 11             | 44           | 7           |
|       | March         | 66                   | 6                | 11             | 43           | 6           |
|       | April         | 66                   | 6                | 11             | 42           | 7           |
|       | May           | 66                   | 6                | 11             | 42           | 7           |
|       | June          | 64                   | 6                | 10             | 41           | 7           |
|       | July          | 64                   | 6                | 10             | 41           | 7           |
|       | August        | 62                   | 5                | 10             | 40           | 7           |
|       | September     | 64                   | 6                | 11             | 41           | 7           |
|       | October       | 63                   | 6                | 10             | 40           | 7           |
|       | November      | 63                   | 6                | 10             | 40           | 7           |
|       | December      | 62                   | 6                | 10             | 39           | 7           |

**NEW MANUFACTURED HOMES ON DEALER LOTS AT END OF MONTH**  
**SEASONALLY ADJUSTED, 1980-1998 (thousands of units)**

|       | <u>Period</u> | <u>United States</u> | <u>Northeast</u> | <u>Midwest</u> | <u>South</u> | <u>West</u> |
|-------|---------------|----------------------|------------------|----------------|--------------|-------------|
| 1986: | January       | 76                   | 5                | 10             | 52           | 9           |
|       | February      | 77                   | 5                | 10             | 53           | 9           |
|       | March         | 77                   | 5                | 10             | 52           | 9           |
|       | April         | 77                   | 5                | 11             | 52           | 8           |
|       | May           | 73                   | 5                | 10             | 50           | 8           |
|       | June          | 73                   | 5                | 11             | 49           | 8           |
|       | July          | 71                   | 5                | 11             | 47           | 8           |
|       | August        | 70                   | 5                | 11             | 46           | 8           |
|       | September     | 69                   | 5                | 11             | 45           | 8           |
|       | October       | 69                   | 6                | 11             | 45           | 8           |
|       | November      | 69                   | 6                | 11             | 45           | 7           |
|       | December      | 68                   | 6                | 11             | 45           | 7           |
| 1985: | January       | 82                   | 5                | 11             | 55           | 11          |
|       | February      | 81                   | 5                | 11             | 55           | 10          |
|       | March         | 79                   | 5                | 11             | 54           | 10          |
|       | April         | 80                   | 5                | 10             | 55           | 10          |
|       | May           | 79                   | 5                | 10             | 54           | 10          |
|       | June          | 76                   | 5                | 10             | 51           | 9           |
|       | July          | 78                   | 5                | 11             | 54           | 9           |
|       | August        | 77                   | 5                | 10             | 53           | 9           |
|       | September     | 76                   | 5                | 10             | 53           | 9           |
|       | October       | 77                   | 5                | 10             | 53           | 9           |
|       | November      | 78                   | 5                | 10             | 54           | 9           |
|       | December      | 79                   | 5                | 10             | 55           | 9           |
| 1984: | January       | 76                   | 5                | 11             | 50           | 10          |
|       | February      | 73                   | 5                | 11             | 48           | 10          |
|       | March         | 76                   | 5                | 11             | 50           | 11          |
|       | April         | 76                   | 5                | 11             | 50           | 11          |
|       | May           | 77                   | 5                | 11             | 50           | 11          |
|       | June          | 77                   | 5                | 11             | 50           | 11          |
|       | July          | 78                   | 5                | 11             | 51           | 10          |
|       | August        | 80                   | 5                | 12             | 53           | 10          |
|       | September     | 82                   | 5                | 12             | 55           | 10          |
|       | October       | 83                   | 5                | 12             | 55           | 11          |
|       | November      | 84                   | 5                | 12             | 56           | 11          |
|       | December      | 83                   | 5                | 12             | 56           | 11          |

**NEW MANUFACTURED HOMES ON DEALER LOTS AT END OF MONTH**  
**SEASONALLY ADJUSTED, 1980-1998 (thousands of units)**

|       | <u>Period</u> | <u>United States</u> | <u>Northeast</u> | <u>Midwest</u> | <u>South</u> | <u>West</u> |
|-------|---------------|----------------------|------------------|----------------|--------------|-------------|
| 1983: | January       | 61                   | 3                | 8              | 40           | 9           |
|       | February      | 61                   | 3                | 8              | 40           | 9           |
|       | March         | 62                   | 3                | 8              | 41           | 9           |
|       | April         | 63                   | 4                | 9              | 42           | 9           |
|       | May           | 64                   | 4                | 9              | 42           | 9           |
|       | June          | 66                   | 4                | 9              | 43           | 10          |
|       | July          | 66                   | 4                | 9              | 43           | 10          |
|       | August        | 67                   | 4                | 9              | 44           | 10          |
|       | September     | 67                   | 3                | 9              | 45           | 10          |
|       | October       | 72                   | 4                | 10             | 47           | 10          |
|       | November      | 72                   | 4                | 10             | 48           | 9           |
|       | December      | 74                   | 5                | 11             | 49           | 10          |
| 1982: | January       | 58                   | 3                | 10             | 35           | 11          |
|       | February      | 60                   | 3                | 10             | 36           | 11          |
|       | March         | 60                   | 3                | 10             | 37           | 10          |
|       | April         | 60                   | 3                | 10             | 37           | 10          |
|       | May           | 57                   | 3                | 8              | 36           | 9           |
|       | June          | 58                   | 3                | 9              | 38           | 9           |
|       | July          | 58                   | 3                | 8              | 38           | 9           |
|       | August        | 59                   | 3                | 8              | 38           | 9           |
|       | September     | 59                   | 3                | 8              | 38           | 9           |
|       | October       | 58                   | 3                | 8              | 38           | 9           |
|       | November      | 58                   | 3                | 8              | 38           | 9           |
|       | December      | 60                   | 3                | 8              | 39           | 10          |
| 1981: | January       | 57                   | 3                | 9              | 33           | 11          |
|       | February      | 58                   | 3                | 9              | 34           | 12          |
|       | March         | 57                   | 3                | 9              | 33           | 11          |
|       | April         | 57                   | 3                | 9              | 33           | 11          |
|       | May           | 59                   | 3                | 10             | 35           | 12          |
|       | June          | 60                   | 3                | 10             | 35           | 12          |
|       | July          | 61                   | 3                | 10             | 35           | 12          |
|       | August        | 60                   | 3                | 10             | 35           | 12          |
|       | September     | 61                   | 3                | 10             | 35           | 12          |
|       | October       | 60                   | 3                | 10             | 36           | 11          |
|       | November      | 60                   | 3                | 10             | 36           | 11          |
|       | December      | 59                   | 3                | 9              | 36           | 11          |

**NEW MANUFACTURED HOMES ON DEALER LOTS AT END OF MONTH  
SEASONALLY ADJUSTED, 1980-1998 (thousands of units)**

|       | <b><u>Period</u></b> | <b><u>United States</u></b> | <b><u>Northeast</u></b> | <b><u>Midwest</u></b> | <b><u>South</u></b> | <b><u>West</u></b> |
|-------|----------------------|-----------------------------|-------------------------|-----------------------|---------------------|--------------------|
| 1980: | January              | 81                          | 4                       | 13                    | 46                  | 18                 |
|       | February             | 78                          | 3                       | 13                    | 44                  | 18                 |
|       | March                | 77                          | 3                       | 13                    | 43                  | 17                 |
|       | April                | 74                          | 4                       | 12                    | 42                  | 16                 |
|       | May                  | 71                          | 4                       | 12                    | 40                  | 15                 |
|       | June                 | 67                          | 3                       | 11                    | 38                  | 15                 |
|       | July                 | 66                          | 3                       | 11                    | 38                  | 14                 |
|       | August               | 64                          | 3                       | 11                    | 37                  | 14                 |
|       | September            | 61                          | 3                       | 10                    | 35                  | 13                 |
|       | October              | 58                          | 3                       | 9                     | 33                  | 13                 |
|       | November             | 58                          | 3                       | 9                     | 34                  | 12                 |
|       | December             | 58                          | 3                       | 9                     | 34                  | 12                 |